

Message Text

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PAGE 01 KADUNA 00157 281532Z

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ACTION COME-00

INFO OCT-01 AF-06 ISO-00 EB-07 /014 W
----- 097810

R 281445Z FEB 75
FM AMCONSUL KADUNA
TO SECSTATE WASHDC 2981
INFO AMEMBASSY LAGOS

LIMITED OFFICIAL USE KADUNA 0157

E.O. 11652: N/A

TAGS: ENGR, BTRA, BEXP, NI

SUBJECT: FOREIGN BUYER PROGRAM: NIGERIAN MERCHANTS LTD (NML)

REF: KADUNA 843, DEC 9, 1974 AND PREVIOUS

1. NML GENERAL MANAGER BIDA HAS RECENTLY RETURNED FROM U.S. TRIP AND FOLLOW-UP TRIP TO EUROPE. TRIP TO U.S. WAS TOTAL WASTE. BIDA REPORTS THAT HE AND DAUDA (REFTEL) MET FIRST WITH BECHTEL IN SAN FRANCISCO AND LATER WITH UNIVERSAL OIL IN WASHINGTON AS SUGGESTED BY USDOC. NEITHER FIRM EVINced ANY INTEREST WHATSOEVER IN ROAD HAULAGE PROJECT OR APPEARED TO HAVE ANY IDEA THAT THIS WAS WHERE NML'S INTERESTS LIE. BECHTEL PROVIDED INFORMATION ON THEIR REFINERY CAPABILITIES WHICH OF NO INTEREST TO NML.

2. BIDA REPORTS THAT FOLLOWING THESE CONTACTS HE SPOKE WITH USDOC PROJECT OFFICER AND REITERATED DETAILS OF NML'S INTERESTS. PROJECT OFFICER ADVISED HIM NOTICE WAS TOO SHORT TO PERMIT ARRANGEMENTS FOR ADDITIONAL CONTACTS.

3. GIVEN EXPERIENCE OUTLINED ABOVE BIDA CHOSE NOT TO PURSE

OTHER CONTACTS SUGGESTED STATE 179148. ANTICIPATES CONTRACT WITH ITALIAN FIRM WILL BE SIGNED SHORTLY.

4. THIS IS ANOTHER CASE WHERE SIZEABLE POTENTIAL TRADE
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OPPORTUNITY HAS FAILED TO GET OFF GROUND AT LEAST IN PART

BECAUSE OF APPARENT BREAKDOWN IN COMMUNICATIONS. BELIEVE
OUR REPORTING PROVIDED ADEQUATE OUTLINE OF NML'S INTERESTS
WELL IN ADVANCE OF VISIT AND AT NO TIME WAS THERE ANY MENTION
OF REFINERIES. IN ATTEMPTING CAPITALIZE ON EXPANDING TRADE
POTENTIAL IN NORTHERN NIGERIA IT IS EMBARRASSING TO ENCOURAGE
SUCH VISITS AND OFFER FACILITATIVE ASSISTANCE ONLY TO HAVE
WHOLE THING FALL FLAT ON ITS FACE. IF FUTURE OPPORTUNITIES
CANNOT BE GIVEN MORE ATTENTION, WE QUESTION WHETHER IT IS
IN U.S. INTERESTS TO EVEN INDICATE WE CAN PROVIDE FACILITATIVE
ASSISTANCE TO FOREIGN BUYERS VISITING U.S.
TRAIL

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Message Attributes

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Disposition Approved on Date:
Disposition Authority: ShawDG
Disposition Case Number: n/a
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Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
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Margaret P. Grafeld
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05 JUL 2006

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TAGS: BTRA, BEXP, NI
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